

Grow your retirement plan  
practice and help more clients

Edward Jones



**CAPITAL  
GROUP®**

**AMERICAN  
FUNDS®**

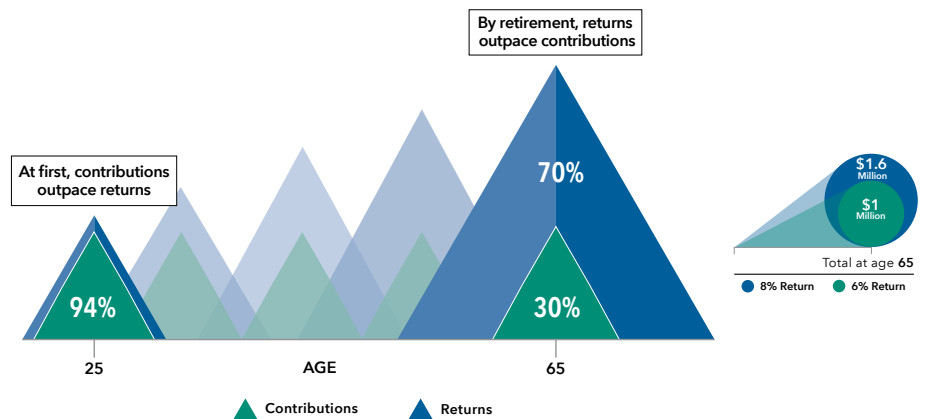
**Can I compete with confidence  
in today's market?  
I can.**



# To build a better 401(k), start with better investments

## Returns matter

At retirement, **70%** or more of a participant's account value may come from returns – not contributions. That assumes earnings of 6% per year. With quality investments that could earn an even higher return, say 8% per year, as much as **81%** of a participant's account value might come from returns.



This hypothetical assumes you start investing 10% of your \$40,000 income at age 25 and save over a 40-year period. And that you continue to contribute 10% each year throughout your career, as your salary increases 3% per year. The demographic assumptions, returns and ending balances are hypothetical and provided for illustrative purposes only, and are not intended to provide any assurance or promise of actual returns and outcomes. Returns will be affected by the management of the investments and any adjustments to the assumed contribution rates, salary or other participant demographic information. Actual results may be higher or lower than those shown.

## Build a plan menu that meets the needs of your clients

The **American Funds** family of mutual funds is available in all our recordkeeping programs as well as those offered by other retirement plan providers.

**PlanPremier®** includes access to investments from many respected investment managers, including those who are shown here.\*

**RecordkeeperDirect®** also includes optional fund flexibility with access to BlackRock, Fidelity, Invesco, PIMCO, T. Rowe Price, Vanguard and more.\*†



**BLACKROCK®**



**PIMCO**



\* Availability of fund families may depend on the plan's share class.

† Certain requirements and additional costs apply.

‡ Schwab Asset Management™ is the doing-business-as name for Charles Schwab Investment Management Inc. (CSIM).

# Target date funds – a critical asset class in 401(k)s

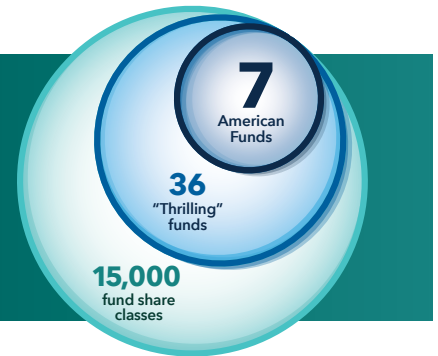
## 93%

of plans used a target date fund as their plan's qualified default investment alternative (QDIA)

Source: Callan Institute, 2025 Defined Contribution Trends Survey.

## Seven American Funds among Morningstar's "Thrilling 36"

All seven are building blocks of our target date series



Source: Morningstar, "The Thrilling 36" by Russel Kinnel, August 20, 2024. Morningstar's screening took into consideration expense ratios, manager ownership, returns over manager's tenure, and Morningstar Risk, Medalist and Parent ratings. The universe was limited to share classes accessible to individual investors with a minimum investment no greater than \$50,000, did not include funds of funds, and must be rated by Morningstar analysts. Class A shares were evaluated for American Funds. Not all seven funds listed in the "The Thrilling 36" list are in each target date fund. Underlying funds may change over time. Visit [morningstar.com](https://www.morningstar.com) for more details.

## What makes the American Funds Target Date Retirement Series® different?

Our well-designed glide path is distinct in the way its investment mix shifts over time to meet participant needs and helps:

### Manage longevity risk

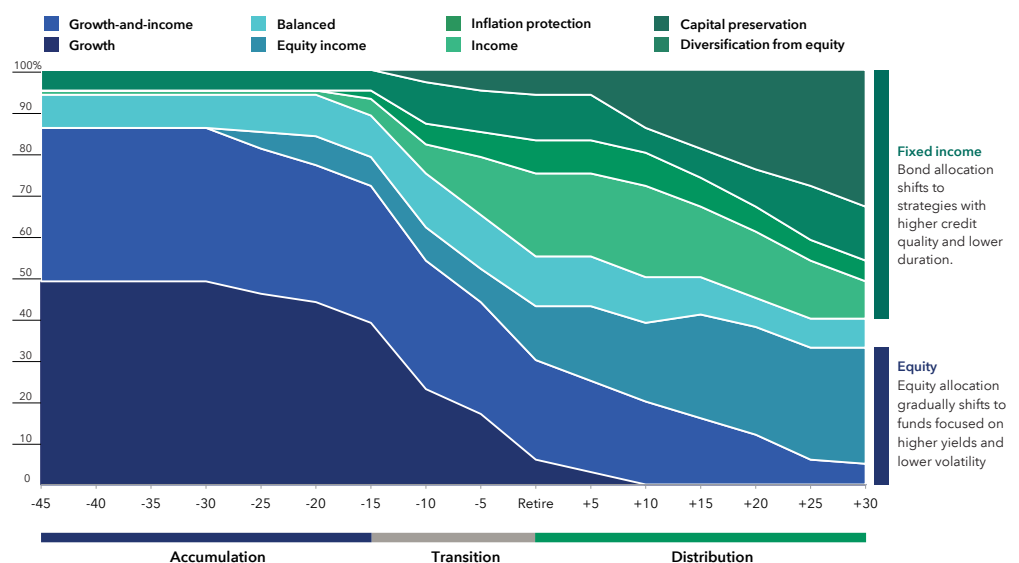
Our target date approach gradually **shifts the types of equities** in the funds from growth-oriented equities to income-oriented equities.

### Mitigate market risk

A growing emphasis on dividends helps participants manage market risk while providing income to help cover the cost of living in retirement.

Although the target date portfolios are managed for investors on a projected retirement time frame, the allocation strategy does not guarantee that investors' goals will be met.

### American Funds Target Date Retirement Series glide path and roles

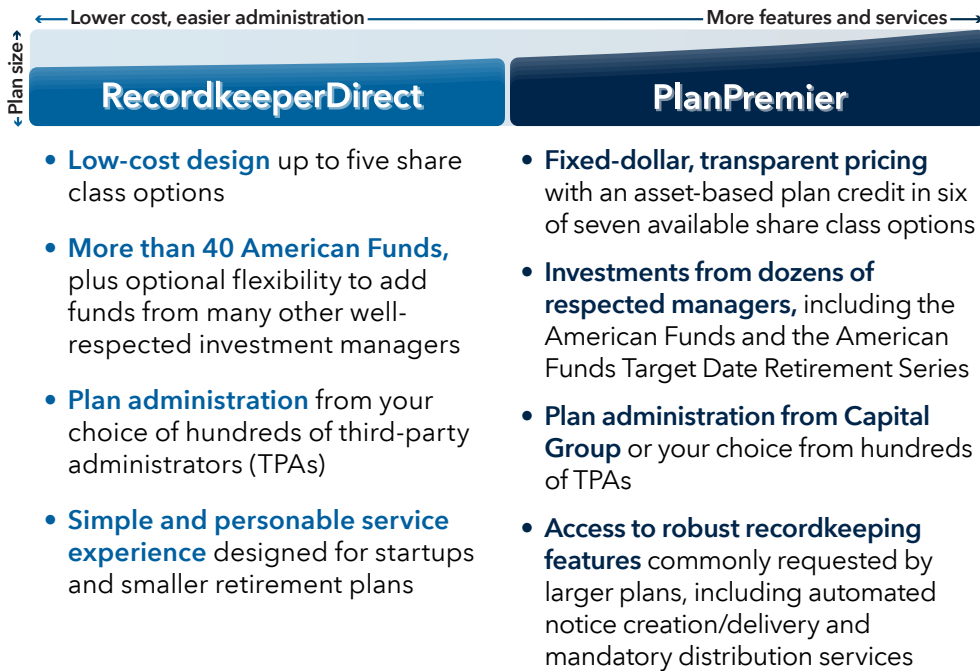


Source: Capital Group. Target allocations as of March 31, 2025, and are subject to the oversight committee's discretion. The investment adviser anticipates assets will be invested within a range that deviates no more than 10% above or below the allocations shown in the prospectus. Underlying funds may be added or removed during the year. For current allocations to the underlying funds, visit [capitalgroup.com](https://www.capitalgroup.com).



# Consider us your **recordkeeper** of choice

Our family of retirement plan solutions is designed to serve the needs of a broad range of clients, offering the advantages of large-plan pricing to small- and mid-size employer-sponsored retirement plans.



"[American Funds] offers outstanding plan administration and setup support and has business-building resources for their small business clients."


— Chamber of Commerce, American Funds 401(k) Review – 2024.



For help in determining which recordkeeping platform would best suit a specific client, call us at **(888) 777-1579**.

## Our plan sponsor experience simplifies day-to-day operations

An easy-to-use plan sponsor website helps clients streamline and automate tasks so they can spend more time on their business and less time on plan administration.\*



Automatically track employee eligibility



Instantly add/update participants



Conduct paperless enrollment



Submit contributions and send notices electronically



Automatically generate key reports



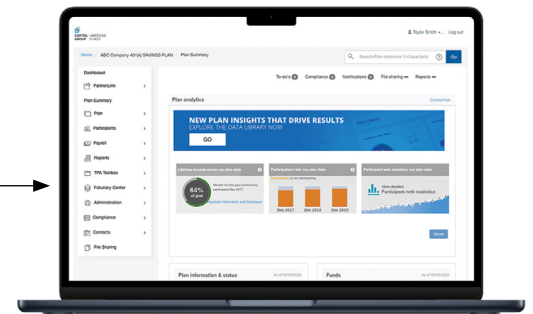
Review and approve participant loans and distributions



Facilitate participant distribution kits



Monitor plan effectiveness




Plan sponsor website

\* Features will vary depending on the retirement plan solution selected.

## Our plan participant experience promotes better outcomes


Automated options and a customized educational website help get employees enrolled quickly. Then, **ICanRetire®**, our high-impact participant engagement program, can help encourage employees to plan for the future and take action to pursue their goals.

Enroll easily through website or mobile app



Review plan options on custom enrollment site



Access account on the go with mobile app



Manage contributions and investments



Make saving more fun and approachable with **ICanRetire**



Submit withdrawal requests electronically

# A closer look at RecordkeeperDirect® pricing

Our straightforward approach to pricing makes it easy for clients to understand the costs associated with their retirement plan and evaluate the program's overall value.

## To calculate the basic pricing:

- 1 First, choose a share class that matches the level of compensation you believe is necessary to meet the plan's service requirements.

| Share class | Average expense ratio* | Compensation is included in the expense ratio |  |           |
|-------------|------------------------|---|--|-----------|
|             |                        | Financial professional compensation           | TPA compensation<br>Based on plan assets |           |
|             |                        |   | Up to \$1M                               | \$1M plus |
| R-2         | 1.43%                  | 0.75%   | 0.12%                                    | 0.05%     |
| R-3         | 0.98%                  | 0.50%   | 0.05%                                    |           |
| R-4         | 0.68%                  | 0.25%   | 0.02%                                    |           |
| R-5E        | 0.49%                  | 0.00%   | 0.00%                                    |           |
| R-6         | 0.34%                  | 0.00%   | 0.00%                                    |           |

\*Average expense ratios shown are provided only as examples. The actual average expense ratio depends on the investments selected for the plan and participant allocations. Expense ratios reflect applicable fee waivers and expense reimbursements, without which expenses would be higher.

The average expense ratio shown for each RecordkeeperDirect share class is for all funded investments and is weighted, based on average daily net assets in the program as of 12/31/2024. Accordingly, more weight is given to funds with more assets. Actual expense ratios, as reported in each fund's prospectus available at the time of publication, range from 1.17% to 1.84% for R-2; 0.78% to 1.95% for R-3; 0.45% to 1.53% for R-4; 0.18% to 1.27% for R-5E; and 0.02% to 1.05% for R-6.

- 2 Then, determine annual recordkeeping fees based on share class and plan assets. Final fees may differ, subject to actual plan data and additional services desired by the plan, such as ancillary fiduciary services.

## Recordkeeping fee schedule

(not including payments from investment expenses)

### American Funds only

| Recordkeeping fees based on plan assets†<br>(not including payments from investment expenses) |                  |                 |                  |                |           |
|---|------------------|-----------------|------------------|----------------|-----------|
| [Base fee plus per participant fee]   |                  |                 |                  |                |           |
| Share class   | Up to \$250k     | \$250 to \$500k | \$500k to \$1M   | \$1M to \$2M   | \$2M plus |
| R-2   | \$750 + \$20pp   | \$500 + \$20pp  | No billable fees |                |           |
| R-3   | \$750 + \$20pp   |                 |                  |                |           |
| R-4   | \$1,000 + \$20pp |                 | \$750 + \$20pp   | \$500 + \$20pp |           |
| R-5E  | \$750 + \$20pp   |                 | \$500 + \$20pp   |                |           |
| R-6   | \$1,250 + \$20pp |                 |                  |                |           |

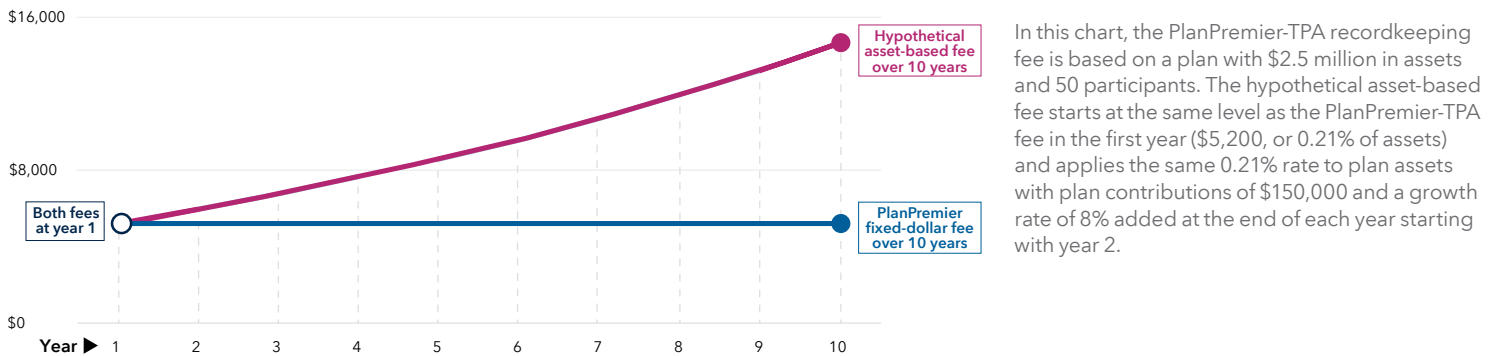
### With fund flexibility

| Recordkeeping fees based on plan assets*<br>(not including payments from investment expenses) |                  |                  |                  |                |
|---|------------------|------------------|------------------|----------------|
| [Base fee plus per participant fee]   |                  |                  |                  |                |
| Share class   | Up to \$500k     | \$500k to \$1M   | \$1M to \$2M     | \$2M plus      |
| R-2   | Not available    |                  |                  |                |
| R-3   | \$1,250 + \$40pp | \$1,000 + \$40pp | \$500 + \$20pp   |                |
| R-4   | \$1,500 + \$40pp | \$1,250 + \$40pp | \$1,000 + \$40pp | \$500 + \$20pp |
| R-5E  | \$1,250 + \$40pp | \$1,000 + \$40pp | \$500 + \$20pp   |                |
| R-6   | \$1,750 + \$40pp |                  |                  |                |

† In addition to the recordkeeping fees shown and depending on the share class selected, the recordkeeper receives subtransfer agency payments from the investment options held by the plan: 0.35% for R-2, 0.15% for R-3, 0.10% for R-4, 0.15% for R-5E and none for R-6. This amount includes any investment option payments to the TPA shown in the table below. There is a one-time annual RecordkeeperDirect plan installation fee of \$500 for startup plans; waived for R-2 only if plan assets reach \$100,000 or more as of the plan's first billing date. Any applicable implementation fee will be billed on the first quarterly invoice.

# A closer look at PlanPremier® pricing

Our fixed-dollar approach to pricing is based on the number of participants, not plan assets – so recordkeeping costs don't increase as plan assets grow. The goal is to provide better overall value.



## To calculate the basic pricing:

**1** First, determine annual recordkeeping fees using the number of plan participants.

| Participants with account balances | Recordkeeping fees |                     | +       | Per participant |
|------------------------------------|--------------------|---------------------|---------|-----------------|
|                                    | PlanPremier-TPA    | PlanPremier-Bundled |         |                 |
| 1-25                               | \$2,200            | or                  | \$5,400 | \$100           |
| 26-300                             | 2,200              | or                  | 5,400   | 60              |
| 301-500                            | 3,700              | or                  | 6,900   | 55              |
| 501-1,000                          | 6,200              | or                  | 9,650   | 50              |
| 1,001 or more                      | 8,200              | or                  | 11,650  | 48              |

**2** Then, choose a share class depending on (a) how the plan sponsor wishes to pay for recordkeeping fees (with or without expense ratio revenue generated by plan credits) and (b) what level of compensation is necessary to meet the plan's service requirements.

| Share class | Average expense ratio* | Plan credit and compensation are included in the expense ratio |                     |                                     |                  |
|-------------|------------------------|--|---------------------|-------------------------------------|------------------|
|             |                        | Approximate plan credit (varies by fund)                       |                     | Financial professional compensation | TPA compensation |
|             |                        | PlanPremier-TPA  | PlanPremier-Bundled |                                     | PlanPremier-TPA  |
| R-2         | 1.44%                  | 0.40%  | 0.45%               | 0.65%                               | 0.05%            |
| R-2E        | 1.15                   | 0.25   | 0.30                | 0.50                                | 0.05             |
| R-3         | 1.01                   | 0.25   | 0.30                | 0.35                                | 0.05             |
| R-4         | 0.70                   | 0.05   | 0.10                | 0.25                                | 0.05             |
| R-5E        | 0.45                   | 0.15   | 0.15                | 0.00                                | 0.00             |
| R-5         | 0.37                   | 0.05   | 0.05                | 0.00                                | 0.00             |
| R-6         | 0.33                   | 0.00   | 0.00                | 0.00                                | 0.00             |

### Example of plan credits offsetting expenses:

- PlanPremier-TPA solution, Class R-3 shares
- \$2.5 million in plan assets
- 50 participants with account balances

Gross annual recordkeeping fees

**\$5,200**

−

Plan credit/  
expense offset  
(annual credit rate  
times plan assets)

**\$6,250**

=

Net annual recordkeeping fees (credit)

**(\$1,050)**

\* Average expense ratios shown are provided only as examples. The actual average expense ratio depends on the investments selected for the plan and participant allocations. Expense ratios reflect applicable fee waivers and expense reimbursements, without which expenses would be higher. The average gross expense ratio shown for each share class is for all funded investments and is weighted, based on average daily net assets in the program as of 12/31/2024. Accordingly, more weight is given to funds with more assets. Gross expense ratios, as reported in each fund's prospectus at the time of publication, range from 1.12% to 3.72% for R-2; 0.78% to 4.29% for R-3; 0.35% to 5.66% for R-4; 0.02% to 6.37% for R-5E; 0.02% to 6.37% for R-5; 0.02% to 5.21% for R-6.

# Compete with confidence

## Make a difference in more lives

Since 1931, our distinctive way of managing money, an emphasis on research, a long-term view and recognition of the power of relationships has enabled financial professionals – like you – to help investors pursue their financial goals.



### Dedicated to investors

More than **2.6 million** plan participants count on us to pursue their retirement goals.\*



### A trusted recordkeeper

Over **68,000** businesses and their employees rely on our retirement plan recordkeeping services.\*



### A top asset manager

With more than **\$2.5 trillion** assets under management, we're one of the world's largest investment management organizations.\*

\* As of 12/31/24. Participants in Capital Group 401(k), 403(b), SEP IRA and SIMPLE IRA plans. Number of businesses in proprietary recordkeeping solutions.

## Trusted, reliable and easy to do business with

We were selected most often by advisors with less than \$50 million in defined contribution plan assets under management as:

- Is a company I **trust**
- **Easy** for advisors to do business with
- Is **reliable**
- **Best-in-class** advisor service and support

Source: Escalent, Cogent Syndicated Retirement Plan Advisor Trends, October 2024. Methodology: 411 financial advisors managing defined contribution (DC) plans participated in a web survey conducted September 9 to 17, 2024. For "Ownership" of Core Brand Attributes – Tier 1, among 195 advisors with less than \$50 million in DC plan assets under management, Capital Group/American Funds was selected most often in response to the question, "Which – if any – of these DC plan providers are described by this statement ... 'Is a company I trust,' 'Is reliable,' 'Easy for advisors to do business with' and 'Best-in-class advisor service and support?'" Capital Group has provided input on some of the questions to be included in Cogent surveys over time. Additionally, Capital Group made a subscription investment to Cogent Syndicated to access a detailed version of the Retirement Plan Advisor Trends report.

**For financial professional and third-party administrator use only. Not for use with the public.**

**Investors should carefully consider investment objectives, risks, charges and expenses. This and other important information is contained in the fund prospectuses and summary prospectuses, which can be obtained from a financial professional and should be read carefully before investing.**

All Capital Group trademarks mentioned are owned by The Capital Group Companies, Inc., an affiliated company or fund. All other company and product names mentioned are the property of their respective companies.

This content, developed by Capital Group, home of American Funds, should not be used as a primary basis for investment decisions and is not intended to serve as impartial investment or fiduciary advice.

Although the target date portfolios are managed for investors on a projected retirement date time frame, the allocation strategy does not guarantee that investors' retirement goals will be met. Investment professionals manage the portfolio, moving it from a more growth-oriented strategy to a more income-oriented focus as the target date gets closer. The target date is the year that corresponds roughly to the year in which an investor is assumed to retire and begin taking withdrawals. Investment professionals continue to manage each portfolio for approximately 30 years after it reaches its target date.